



includes FREE CD
of flirting tips

teach
yourself®

teach
yourself

flirting

goal
confidence and success

category
health/relationships

content

- overcome your inhibitions
- meet and impress the opposite sex
- improve your social skills

be where you want to be with **teach yourself**

contents

| | | |
|-----------|-------------------------------------|-----------|
| 01 | introduction | 1 |
| | what you will get out of this book | 2 |
| | psychology of flirting | 2 |
| | my flirting journey | 3 |
| | flirting is a skill | 6 |
| | successful, happy people flirt | 8 |
| 02 | safe flirting | 11 |
| | get flirting protection | 12 |
| | don't give money | 13 |
| | controlling your drinking | 13 |
| | date rape drugs | 14 |
| | really, it is pretty safe out there | 14 |
| 03 | flirting every day | 16 |
| | listening | 17 |
| | making people feel important | 20 |
| | people in relationships flirt too | 22 |
| 04 | major flirting illnesses | 25 |
| | flirting and dating illnesses | 27 |
| | signal failure | 28 |
| | signal failure in women | 30 |
| | signal failure in men | 39 |
| | ex-itis | 48 |
| | shopping problems | 50 |
| | rejectaphobia | 58 |
| | frienditis in men | 65 |

| | | |
|-----------|---|------------|
| | mate-itis in women | 71 |
| | desperitis | 72 |
| | stranger danger | 76 |
| | bastarditis and bitchitis | 81 |
| | gender confusion disorder – who does what? | 83 |
| | successitis | 85 |
| | shrinking violet syndrome | 87 |
| 05 | flirting – introduction to the basic rules | 93 |
| | flirting traffic signals | 94 |
| | women – giving the green light | 95 |
| | men – spotting the green light | 103 |
| 06 | next steps | 110 |
| | making the move | 111 |
| | opening lines | 115 |
| 07 | hit the flirting accelerator | 119 |
| | body language basics | 120 |
| | five signs they like you | 121 |
| | practise flirting with them | 123 |
| 08 | signs and sins | 124 |
| | different zones | 125 |
| | signs from men | 127 |
| | signs from women | 128 |
| | deadly sins | 129 |
| 09 | closing the deal | 130 |
| | whose job is it? | 131 |
| | step by step closing | 132 |
| | the follow-up | 134 |
| 10 | flirting at work | 135 |
| | flirting zones at work | 136 |
| | in business, draw the line | 137 |
| | the dangers of sexual flirting at work | 138 |
| 11 | speed-date flirting | 139 |
| | what not to do! | 140 |

| | | |
|-----------|---|------------|
| | it's all about chemistry – keep it casual | 140 |
| | learn from the world's first speed-dating experiment | 141 |
| | talk about something interesting | 142 |
| | it's about your state of mind | 142 |
| 12 | flirting online | 144 |
| | online green light signals | 146 |
| | men – it's your job to hunt | 146 |
| | setting your expectations: thorns and roses | 147 |
| | things can move slowly | 148 |
| | things can move fast | 148 |
| | common mistakes | 149 |
| | safe online flirting | 150 |
| 13 | flirting if you are gay | 152 |
| | flirting if you are a gay man | 153 |
| | flirting if you are a lesbian | 154 |
| | flirting if you are bi-sexual | 155 |
| 14 | flirting for students | 158 |
| | student flirting diagnosis | 160 |
| | flirting for friends | 162 |
| 15 | flirting in later years | 167 |
| | battle scars | 168 |
| | tardis syndrome | 169 |
| | shopping is crucial | 169 |
| 16 | conclusion | 170 |
| | taking it further | 172 |
| | index | 173 |

101

introduction

In this chapter you will learn:

- about the psychology of flirting
- that flirting is a skill that can be learned
- how successful, happy people flirt.

What you will get out of this book

Welcome to *Teach Yourself Flirting*. This is a practical, down-to-earth guide that will give you both the theory and practice that you need to master the basics of the art of flirting. You will start with the psychology of flirting and you will learn how flirting is a skill – just like riding a bike or learning to drive – that anyone, given the right training, can master. You will see how successful and happy people flirt by using simple techniques like listening and making people feel important.

You will then take a tour of the major flirting ‘illnesses’ – the most common things that will hold your flirting skills back. Each illness has an explanation and practical steps that you can take to ‘cure’ any flirting issues you might have.

Next you will learn the basics of flirting: how to give the right flirting signals; and how to read them. From there, you will be taught how to take the next steps, including making the first move, opening lines for both sexes, taking it further and learning to read the signs when the person you are flirting with is interested in you. And, of course, you will learn about that crucial part of flirting – closing the deal.

Finally, you will cover the other issues that surround the basics of flirting: safe flirting, flirting at work, flirting online and when speed-dating, flirting if you are gay, flirting if you are a student, and flirting in your later years.

This is a practical guide that will take you through the theory and psychology of flirting, but above all will give you the actual steps you need to take to flirt in real life and give you the tools to hone and boost your flirting skills.

Psychology of flirting

According to Kate Fox of the Social Issues Research Centre in Oxford, England, flirting is an essential and universal part of human interaction (SIRC Guide to Flirting, *What social science can tell you about flirting and how to do it*, Kate Fox, SIRC, 1999). Anthropologists have found flirting in some form or another in all cultures and societies around the world.

Flirting is an essential part of survival. It allows us to make contact with and mate with the opposite sex. Without flirting, we wouldn’t be able to have offspring and humans would become extinct as a species. Because of this, flirting is a basic

instinct and part of human nature.

Some evolutionary psychologists claim that flirting is the foundation of civilization as we know it. They argue that our brain is a device that has evolved to attract and retain partners – it is the equivalent to a peacock’s tail, becoming more and more complex and spectacular as we wage the war to pass on our genes. According to these psychologists, all of our achievements in mathematics, great literature, and science are a side-effect of our ability and instinct to flirt.

Like all social interaction, flirting is governed by an unwritten set of laws that tell us where, when and how we should flirt. Psychologists and scientists have been studying how men and women interact and flirt for many years. But you don’t need to read all of the research – the essence of their findings is contained in this book, and it has been tried and tested and worked into exercises and principles that you can easily put into practice. This is the start of your flirting journey.

My flirting journey

I’m Australian. I didn’t realize until I left my country what a strong culture we have. One of those cultural features is friendliness, or, to put it another way, flirting. This was something that I just took for granted. I have travelled all around the world, met hundreds of people and I have always found it really easy, enjoyable and fun. It seemed as natural as a fish swimming in the sea. Part of this is also my background; now I look back on it, my mother was a natural flirt. I remember from my teenage years my mother meeting travellers down at the local shop and then asking them back for lunch. They would hang around for hours, eat lunch and chew the fat before moving on. Whenever we went to the local market to buy food, my mother would chat to the shopkeepers. She often seemed to meet people in the street. When I was a kid, I didn’t really think about it; most of the time, it actually embarrassed me. Looking back on it, I have always found Australian culture to be open, friendly and flirtatious.

When I arrived in London, I was in for a rude shock. I vividly remember my first trip on the tube (London’s metro system). Fresh off the boat, I was excited, I had arrived in this big new city, pursuing a change of career, leaving behind everything that I had known in Australia and starting over again. Naturally,

since it was something that I had always done, I leant over, looked at the person sitting next to me on the tube and said, ‘Hi, how are you doing?’ In the past, this had always been an easy and natural thing to do. Usually a conversation would just start, we would chat about travel and, more often than not, I would either end up making a friend or finding out some great information about the place I was visiting. Not this time. The poor London commuter looked at me like I was some sort of demented axe murderer. I wasn’t particularly fazed at first. There must be something strange with this person. They are having a bad day. But this was repeated over and over again in London. It started to really beat me down. What was different here? That was really the start of my flirting journey. The skill that I had naturally used all my life was suddenly lost when faced with a hard-nosed London commuter on the tube. I had to start from scratch, relearn the rules and adjust them for the cold London climate.

Over time, I came to realize that flirting is partly about a state of mind. It is about being open to new people, having fun. It is about thinking that people are innocent until proven guilty. This is a typically Australian attitude. You meet someone new and you presume that they are okay. You will chat with them. If you like them, you’ll invite them back to your place for a BBQ. Just like my mother did! Suddenly I was faced with a very different attitude. That you are guilty until proven innocent.

I realized that there was something different between me and the average Londoner. That difference is partly cultural, but also, to a large extent, it is about flirting. Flirting is not just about finding a date; it is a state of mind, an attitude and a way of interacting with people:

- Flirting is an attitude and state of mind.
- It is about being open and presuming people are innocent until proven guilty.
- Flirting varies from culture to culture.

What is interesting is that my first impression is backed up by research, polls and thousands of subsequent conversations. London is generally considered to be a place where flirting is hard to do. Because of that, you have to focus on the key skills and lessons of flirting, which can then be applied anywhere.

There seem to be two main issues at stake for singles not just in the UK, but voiced by my clients from all over the world. The first is that sometimes there is a piece of the jigsaw that is missing. People are suffering from some sort of flirting illness

that is holding them back: rejeetaphobia, desperitis, successitis. The other issue is that they don't have one or more of the essential skills of flirting. Somehow they have missed out. They feel that they either have a piece of the jigsaw missing or are suffering some sort of 'flirting illness'. Ultimately, however, people often just haven't learned the skill of flirting because it is not around them.

Let's use an analogy with driving. In some areas, there is no question about learning to drive. I was brought up on a vineyard in the Adelaide Hills in South Australia and driving was a skill that I automatically picked up. My dad used to let me drive our truck around the vineyard. My grandfather took me for driving lessons, and taught me some very bad habits that my subsequent driving instructors had to drill out of me. In the Adelaide Hills, if you wanted to get anywhere, you had to be able to drive or have someone drive you. Otherwise, it was a 45-minute wait for the bus, which finished running at 5p.m. Driving, like flirting, was something that we all learned as part of the surroundings.

In other areas, however, learning to drive is not a given. My girlfriend is a Londoner. She doesn't know how to drive, because she doesn't need to. She can catch the tube or a bus. For her to learn to drive she would need to take lessons, and then it would be stressful, and she hates the London traffic. She finds it far easier to walk down to the shops, or when necessary to take a cab. She doesn't know how to drive because for her, in London, learning to drive is a skill that is not essential, and, in terms of her lifestyle and needs, an unnecessary expense.

Flirting is the same. Some people pick it up naturally as a skill, as part of their culture. It appears to be something completely automatic, natural. Actually, just like driving, it is a skill to be learned. This book is really for all those people who would like to learn/touch up those skills.

Flirting is not just good for finding a partner, it has a whole range of other uses as well. People who are taught to flirt double their sales, move more quickly up the career ladder, double networking leads from presentations, and are generally more successful in their professional and personal lives. Students who flirt make more friends. Flirting opens doors. In summary:

- Flirting is a skill like learning to drive.
- Though it seems to come naturally to some people, flirting can be learned.
- Flirting is important for social interaction and for your career.

Flirting is a skill

Flirting, ultimately, is just like riding a bike, or learning to drive a car. It is a skill with a series of basic rules – and you have to adapt those rules to the environment you are in. In the forest, driving can be a bit wild and exciting; on the road, there are strict rules that you have to abide by. With flirting, there is flirting for love, and flirting in your professional life. Both are fundamentally the same, but have different rules that need to be understood and respected.

What is really interesting about learning to drive on the road is that there is a strict series of rules when you are in a car – and as you travel you come to discover that the rules are slightly different in every country. Obviously, some countries drive on the other side of the road, which changes many of the rules. In England, some of the traffic signals are different from those in Australia. You get an orange light before the light goes from red to green. In Australia it just goes straight from red to green. Similarly, there are cultural differences with flirting which you need to be aware of. For instance, there can be huge differences between the Americans and the British. What would be acceptable for an American, striking up a conversation with a stranger, is totally unacceptable elsewhere. The flirting signals given out by women are also different in different countries. That said, there is a core set of flirting rules that is the same throughout most cultures.

One part of the skill that you need to learn with flirting is the signals – which will be covered in more detail in Chapter 5. The following case studies illustrate the basic principles of signals.

Case study

Eric was a stereotypical computer man: No luck with women, yet he was a lovely guy. Worst of all he thought that no one was interested in him. He had almost never seen a woman show any interest.

I worked with Eric on the most basic flirting skill for a man – to spot a green light. That is, to spot when a woman gives you eye contact. We went out in Covent Garden in London. Very busy, full of people and tourists. Amazingly, by the end of the night, he had seen women show more interest in him in one night than in the previous three years!

'I was blind. Now I've learned how to see', Eric proclaimed dramatically. He was a fast learner. At a seminar he got three phone numbers from women who had flashed him the green light. Just like when driving on the road, or riding a bike, learning to spot and pay attention to traffic signals is crucial.

Case study

If you are a woman, learning the skill of giving flirting signals is also crucial. Amy and Nina were very friendly, open and able to meet new people. The problem was that they didn't know how to attract the right guys and how to keep away the ones they didn't want to talk to. Also, they didn't know how to move from 'friendly' to 'flirting'. This is a skill that can be learned. We spent a number of sessions getting them both comfortable with giving green light signals to guys they fancied and red lights to the ones they didn't. They went out to put their skills into practice. Their conclusion?

'Oh my god, it was like we were like giant magnets, the men were flocking.'

It was just a matter of learning the skill of turning their green light signals in the right direction.

In summary:

- Flirting is a skill that you need to learn – like all new skills it might seem scary at first.
- The more you practise the easier flirting becomes.
- Flirting, like driving, has rules. These rules vary in the context that you use them, for instance, flirting at work.
- Flirting rules vary from country to country.
- Flirting has basic signals – 'green lights' which indicate interest.
- You need to spot the green light signals.
- You need to be able to give green light signals to the people you fancy.
- You also need to keep an eye out for green light signals and decide if you want to return them!

Successful, happy people flirt

It's true. Successful, happy people flirt.

Successful people flirt

Case study

First, flirting can boost your success at work. Rose has been described by many people as the best boss they ever had. She is an amazing woman. She has a whole string of firsts under her belt. Her secret? She flirts with everyone she meets, in the professional sense of flirting.

Whenever she speaks to a person, Rose gives them 200 per cent attention. She makes them feel like they are the most important person in the world. It doesn't matter if she disagrees with their opinion, because she listens so intensely, they feel listened to and valued.

Rose's employees are extraordinarily motivated. They feel that she values them and so they work harder for her. They work much longer hours and push themselves harder than for previous bosses. As a boss Rose doesn't spend much time with her staff, but the time that she does spend with them has an enormous impact. Almost everyone who works with Rose speaks about her in glowing terms.

Obviously there are many other factors at play here – Rose is a terribly intelligent, motivated and energetic person. Yet the key is that in every interaction she is making people feel good. When someone makes you feel good, you want to help them. By flirting with every person she meets, Rose is creating an army of people who feel good about her and who want to help her out with her career. It makes her happier, and it certainly makes her much more successful.

Flirting gives you a certain kind of shine. Rose shines above everyone else. When people interact with her they want to contribute to her success – they remember her. Her employees work extra hard to contribute to her success.

Happy people flirt

Professor Mihaly Csikszentmihalyi, has spent the last 25 years studying flow, or what makes people happy in their everyday life. One of the key factors that he has identified is that we are

hardwired to get happiness from interacting with other people. (Mihaly Csikszentmihalyi, *Flow: the classic work on how to achieve happiness*, Rider, 2002.) In fact, many civilizations of the past have gone to extraordinary lengths to make sure that members of their societies don't spend time by themselves. Why? Because they know that, as human beings, being around other people makes us happy.

In studying tens of thousands of people and the quality of their daily life again and again, it was found that people have their most positive moods when they are with friends. Teenagers, adults and married people are happiest when with friends. Even when retired, we are happier with friends than with our partners or family.

People who flirt, that is people who are open to meet new people, find it much easier to make new friends and maintain those friendships. Have you ever met one of those people who seems to make friends easily? They seem to be able to go to any new environment and make connections with new people and forge new friendships.

This really struck me at a singles event where I was giving flirting advice. For a change, it was decided that I would be at the door meeting and greeting every single person who came in, giving them their name badges for the night. This meant that effectively I got to flirt briefly with every single person who was coming to the party. Once they had been ticked off, I made sure I gave them great eye contact, made a cheeky comment about their user name, did some extra flirtation if they were particularly attractive, told them that I was the dating expert for the evening and sent them on their way. For me this felt fantastic, connecting with every single person as they came in the door, paying attention to them, being interested and introducing myself. The more people I flirted with, the better I felt, and the cheekier I got. Some people were interested in getting flirting advice, some people weren't – for me it didn't really matter.

When I thought about it afterwards, I realized that what was unusual about that night was that I had the opportunity to flirt with every single person. Once I got in the room, it all became incredibly easy. People came to me. Once they started their conversations they were more open and friendlier than usual. We had much more fun. Conversations seemed to flow more and to be more cheeky. Really it was the easiest, most fun night, where I was the most in demand that I can remember.

Contrast that to a previous night where I was feeling a little under the weather and not particularly flirtatious. I didn't get to introduce myself to everyone who came in the room. Basically, I spotted the people who I thought were interested in having a chat about flirting and I went and introduced myself. This was much more hard work. People weren't so open and friendly, they didn't seem to react as well. I left the evening thinking, phew, glad that's over.

Flirting on the night when I saw everyone at the door made me much happier, and much more successful in terms of results for my business. It can do the same for you.

In summary:

- Successful, happy people flirt.
- Business can be enhanced with a little flirting.
- Flirting makes other people feel good; it gives you a special 'shine' that marks you out from the crowd.
- Being around friends gives people their most positive moods.
- Flirting every day makes social interaction and making friends easier.
- Flirting smoothes the wheels of social interaction.

**To purchase a copy of Teach Yourself Flirting
at a 30% discount on RRP**

[click here](#)

OR

**Or order by phone on +44 (0)1235 827702 and quote this code
W0000241**